

Message Text

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DRAFTED BY COM/SA:MAXWELL HARWAY/COM:WCSCHMEISSER, JR.:SB

APPROVED BY P - ARNOLD RAPHEL

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TO AMCONSUL JERUSALEM IMMEDIATE

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C O N F I D E N T I A L STATE 097001

EXDIS - TOSEC 487

E.O.11652:GDS

TAGS:EAGR,EG, PE

SUBJECT: FERTILIZER AVAILABILITIES

FOR SISCO FROM RAPHEL

1. SCHMEISSER IN AID HAS KEPT IN MIND THAT THE SECRETARY HAS BEEN APPROACHED BY EGYPT, PERU, AND INDIA WITH REQUESTS FOR HELP IN FINDING FERTILIZER IN CURRENT EXTREMELY SHORT WORLD SITUATION. HE NOW REPORTS THAT AID HAS BEEN ADVISED BY CONTINENTAL ORE CORPORATION, A DIVISION OF INTERNATIONAL MINERALS AND CHEMICALS CORPORATION THAT THEY HAVE AVAILABLE FOR SHIPMENT JUNE THROUGH AUGUST 1974 20,000 METRIC TONS OF POLISH UREA. FERTILIZER AVAILABLE AT DOLS. 340.00 PER METRIC TON FOB GDYNIA, POLAND.

2. THIS MATERIAL IS OWNED BY CONTINENTAL ORE AS CONSEQUENCE OF COMMERCIAL TRANSACTIONS INVOLVING AMERICAN FERTILIZER MATERIAL (PHOSPHATE ROCK) BEING SHIPPED TO POLAND. ALTHOUGH
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SOURCE IS POLAND, ANY PURCHASER WOULD DEAL WITH AND BUY FROM

CONTINENTAL ORE.

3. IN ORDER PROTECT ITS NORMAL COMMERCIAL RELATIONSHIPS, THE POLISH COMPANY HAS A RIGHT OF REFUSAL ON DESTINATION TO WHICH CONTINENTAL SELLS THE UREA, AND THIS ARRANGEMENT WOULD PRECLUDE SALES TO EGYPT OR INDIA.

4. IN VIEW OF PERUVIAN FOREIGN MINISTER'S REQUEST, AID AND ARA (KUBISH) RECOMMEND WE INSTRUCT EMBASSY LIMA TO INFORM FOREIGN MINISTER THAT IN RESPONSE TO HIS REQUEST TO SECRETARY, WE HAVE FOUND AMERICAN COMPANY WILLING TO SELL 20,000 TONS UREA TO PERU. EMBASSY WOULD ALSO GIVE FOREIGN MINISTER NAME OF CONTACT IN CONTINENTAL ORE IF HIS GOVERNMENT IS INTERESTED IN SALE. ONLY HESITATION WE HAVE ON PASSING INFORMATION TO PERUVIANS IS SOURCE OF MATERIAL. HOWEVER, CONSIDERING THIS WOULD BE DIRECT SALE BY AMERICAN COMPANY, WE RECOMMEND WE GO AHEAD WITH APPROACH TO FOREIGN MINISTER. DO YOU CONCUR?

5. FYI: ALTHOUGH PRICE OF DOLS. 340.00 PER METRIC TON IS VERY HIGH, IT APPEARS CLOSE TO GOING PRICE FOR UREA CURRENTLY AVAILABLE FOR 1974 SHIPMENTS. END FYI. RUSH

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